

RECENT CLIENT SUCCESS

One Man's Poison Is Another Man's Meat

CHALLENGE

Private investors originally purchased this property with the ambition to capitalize on the undeveloped acreage and expand their existing self-storage facility. But they grew tired of the restrictions and red tape imposed on them by the local municipality. The challenge to Linsalata Realty Services was to find a qualified and motivated buyer who would pay the Sellers a premium for this specialized asset and have the vision and capital to see the value in the undeveloped land included in the sale.



ACTION

Linsalata Realty Services applied their market knowledge and unsurpassed expertise in self-storage investment real estate to prepare for Sellers an ambitious proforma and satisfactory asking price, then immediately started marketing this asset directly to their proprietary database of self-storage investors throughout the United States. Within 7 days, numerous inquiries and offers came pouring-in. Linsalata expertly navigated the Seller past offers that were overly-aggressive and opportunistic, and shortly thereafter secured a strong offer from a qualified investor on Linsalata's exclusive Buyer list. Like most transactions in 2020, the negotiations and Escrow endured unexpected plot twists and extensions, but Linsalata maintained the trust and engagement of both parties, ultimately closing the transaction at and achieving the investment timeline for both Seller and Buyer.

RESULT

- Multiple offers and inquiries generated through Linsalata Realty Services' proprietary Buyer List created a competitive environment and resulted in a full-price offer from a motivated and qualified investor.
- Linsalata's unsurpassed expertise in selling and investing in this specialty asset class boosted confidence for both Seller and Buyer to navigate an uncertain investment market and successfully close this challenging property.
- Sellers were relieved of the headache of developing raw land in a highly-restrictive municipality, and made a substantial profit from their original investment.
- Buyers acquired a highly-desirable asset with huge potential for additional upside.

TESTIMONIAL

I was very pleased with the expertise and responsiveness of Linsalata Realty Services. Joe and his team handled every obstacle in this lengthy transaction with precision and professionalism. I am highly satisfied with the sale price we were able to achieve, and could not be more pleased with the outcome of this transaction. I look forward to working with Joe and his team to reinvest our capital through a 1031 exchange.

- Bryan Barrows, Principal

